TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JULY 1983

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	% CHG
TOTAL	$30.31	$30.42	$ 8.61	$ 8.26	0.34	0.34	0.22	0.22	43.5	42.7	$ 5.42	$ 5.13	-3.9
REGION:													
Northeast	$36.42	$35.29	$10.51	$ 9.82	0.32	0.32	0.20	0.21	47.9	47.3	$ 7.37	$ 6.86	-2.8
Southeast	27.86	26.86	8.52	8.25	0.34	0.35	0.22	0.22	39.9	40.0	5.08	4.97	0.6
North Central	31.02	31.32	7.32	7.15	0.35	0.36	0.22	0.23	41.9	41.9	4.16	4.09	-2.6
South Central	25.40	27.91	7.99	7.91	0.35	0.35	0.22	0.22	41.6	39.1	4.84	4.48	-10.5
West	33.47	32.79	8.79	8.18	0.34	0.34	0.22	0.22	46.3	45.6	5.45	5.02	-3.1
AFFILIATION:													
Chain	$27.51	$27.51	$ 8.39	$ 8.05	0.33	0.34	0.21	0.21	42.9	42.2	$ 5.35	$ 5.07	-3.8
Independent	42.24	42.79	9.17	8.76	0.35	0.36	0.23	0.23	45.2	44.0	5.59	5.27	-4.0
LOCATION:													
Center City	$34.03	$34.48	$ 9.70	$ 9.24	0.32	0.32	0.20	0.21	47.1	45.8	$ 6.56	$ 6.08	-5.5
Suburban	27.71	28.46	7.57	7.40	0.35	0.36	0.23	0.23	40.9	39.5	4.50	4.29	-5.5
Highway	21.02	20.06	6.34	6.05	0.36	0.37	0.23	0.24	37.7	38.2	3.26	3.28	4.9
Airport	26.00	26.46	7.47	7.23	0.35	0.35	0.22	0.22	41.1	40.9	4.47	4.37	-4.0
Resort	39.29	38.51	9.49	8.91	0.34	0.35	0.22	0.22	40.2	39.7	5.40	5.04	-3.2
SIZE:													
Under 150 Rooms	$27.48	$27.45	$ 6.80	$ 6.41	0.39	0.39	0.24	0.25	38.1	37.9	$ 3.64	$ 3.51	-4.3
150 to 300 Rooms	25.14	25.65	7.15	6.90	0.36	0.36	0.23	0.23	42.0	41.3	4.30	4.14	-4.8
300 to 600 Rooms	31.96	32.54	8.70	8.39	0.33	0.33	0.22	0.22	45.5	44.3	5.57	5.23	-4.6
Over 600 Rooms	38.29	37.28	11.09	10.64	0.31	0.31	0.19	0.20	44.4	43.5	7.14	6.73	-1.7
TYPE:													
Hotel	$36.26	$36.57	$ 9.30	$ 8.88	0.33	0.33	0.21	0.22	44.6	43.5	$ 5.97	$ 5.57	-5.0
Motor Hotel	21.38	21.16	6.78	6.50	0.36	0.37	0.23	0.23	40.0	39.9	3.93	3.85	-0.8

TWELVE MONTH TREND REPORT - AS OF JULY 1983

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	1.2	1.7	-0.3	3.0	64.1	-2.9	53.0	4.1	$ 50.14	4.1	$ 76.00	3.5
REGION:												
Northeast	3.3	3.1	3.2	7.2	67.3	-1.6	39.8	3.4	$ 69.85	5.5	$107.06	5.7
Southeast	9.2	11.8	3.7	10.1	68.3	6.2	88.4	4.2	51.19	3.0	77.84	0.7
North Central	1.2	2.2	-0.9	3.3	59.4	-1.3	39.8	-0.3	38.01	4.1	59.45	3.0
South Central	-10.0	-10.4	-9.0	-10.9	60.1	-12.3	41.5	1.0	46.72	1.1	69.38	1.6
West	4.3	5.2	2.1	6.2	68.5	-3.1	54.9	-1.3	48.94	7.0	72.05	6.1
AFFILIATION:												
Chain	1.3	1.7	-	4.5	65.0	-3.1	50.3	5.0	$ 48.91	4.0	$ 72.50	3.6
Independent	0.7	2.0	-1.3	-0.9	60.5	-2.1	62.9	1.8	55.26	4.7	90.44	3.4
LOCATION:												
Center City	-0.1	0.1	-1.3	4.1	61.7	-3.4	42.8	1.7	$ 63.53	3.8	$ 98.06	3.6
Suburban	-3.1	-3.4	-2.7	-2.3	62.9	-6.3	42.7	1.9	44.19	2.3	68.17	2.6
Highway	6.8	7.3	4.7	10.0	65.5	-1.4	64.5	8.4	34.04	6.9	45.45	6.4
Airport	-1.7	-1.6	-1.7	-2.2	66.9	-3.6	31.9	-4.2	46.85	2.3	72.07	2.2
Resort	5.9	8.2	2.0	3.4	66.4	0.9	99.3	2.7	61.39	5.6	98.38	3.4
SIZE:												
Under 150 Rooms	0.7	0.9	0.1	1.4	64.1	-4.9	57.0	1.6	$ 33.48	5.9	$ 43.91	5.8
150 to 300 Rooms	-0.9	-0.3	-2.0	-2.4	63.5	-3.1	47.5	3.0	44.95	2.8	68.71	2.2
300 to 600 Rooms	-0.4	0.3	-1.8	1.5	62.7	-3.7	55.3	3.6	58.04	2.8	91.73	2.2
Over 600 Rooms	5.0	5.9	2.7	8.5	66.6	1.2	54.9	7.9	72.15	3.0	113.11	2.1
TYPE:												
Hotel	0.4	0.9	-0.9	2.4	63.3	-3.2	48.0	3.0	$ 62.96	3.8	$101.77	3.3
Motor Hotel	2.8	3.4	1.1	5.6	65.0	-2.1	60.3	5.8	41.94	4.2	59.37	3.6
Economy	1.6	1.6	9.5	-8.9	64.2	-3.9	51.3	-0.6	25.07	6.6	25.93	6.6

- % CHANGE